
Property, Stock and Business Agents (Qualifications) Order 2009

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Part 2

Part 2 Qualifications for real estate agent's licence

7 Current qualifications for real estate agent's licence

A person has the qualifications required for the issue of a real estate agent's licence if a registered training organisation has issued the person with a CPP40307 Certificate IV in Property Services (Real Estate) demonstrating competency in the following units:

- (a) BSBLED401 or BSBLED401A—Develop teams and individuals,
- (b) BSBRKG304, BSBRKG304A or BSBRKG304B—Maintain business records,
- (c) BSBSMB406 or BSBSMB406A—Manage small business finances,
- (d) CPPDSM4003A—Appraise property,
- (e) CPPDSM4004A—Conduct auction or CPPDSM4020A—Present at tribunals,
- (f) CPPDSM4005A—Establish and build client-agency relationships,
- (g) CPPDSM4006A—Establish and manage agency trust accounts,
- (h) CPPDSM4007A—Identify legal and ethical requirements of property management to complete agency work,
- (i) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work,
- (j) CPPDSM4009—Interpret legislation to complete work in the property industry or CPPDSM4009A or CPPDSM4009B—Interpret legislation to complete agency work,
- (k) CPPDSM4010A—Lease property,
- (l) CPPDSM4011A—List property for lease,
- (m) CPPDSM4012A—List property for sale,
- (n) CPPDSM4013A—Market property for lease,
- (o) CPPDSM4014A—Market property for sale,
- (p) CPPDSM4015A or CPPDSM4015B—Minimise agency and consumer risk,
- (q) CPPDSM4016A—Monitor and manage lease or tenancy agreement,
- (r) CPPDSM4017A—Negotiate effectively in property transactions,

- (s) CPPDSM4019A—Prepare for auction and complete sale,
- (t) CPPDSM4022A—Sell and finalise the sale of property by private treaty,
- (u) CPPDSM4049—Implement maintenance program for managed properties or
CPPDSM4049A—Implement maintenance plan for managed properties,
- (v) CPPDSM4056 or CPPDSM4056A—Manage conflict and disputes in the property industry,
- (w) CPPDSM4080A—Work in the real estate industry,
- (x) at least 1 elective unit of competency of the candidate's own choice from the property sales and management, specialist or common units from CPP40307 Certificate IV in Property Services (Real Estate).

8 Recognition of past qualifications for real estate agent's licence

A person has the qualifications required for the issue of a real estate agent's licence if:

- (a) (Repealed)
- (b) the person holds a real estate agent's licence at the time of making an application for renewal of the licence, or
- (c) the person has held a real estate agent's licence in the 3 months preceding the making of an application for restoration of the licence, or
- (d) the person has held a real estate agent's licence in the 12 months preceding the making of an application for the equivalent licence.